

Hawaii Energy Alliance Rebuild Hawaii Aug. 22, 2006





Star & Bulletin

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# DUT OF POWER





### What is HEA

- Industry network comprised of utilities, manufacturers, distributors, vendors an contractors
- Coordinate the message of energy efficiency
- Utility to provide tools, materials, public outreach, training
- Industry adapts with market based solutions to "move the market"
- Premise: Business Adapts



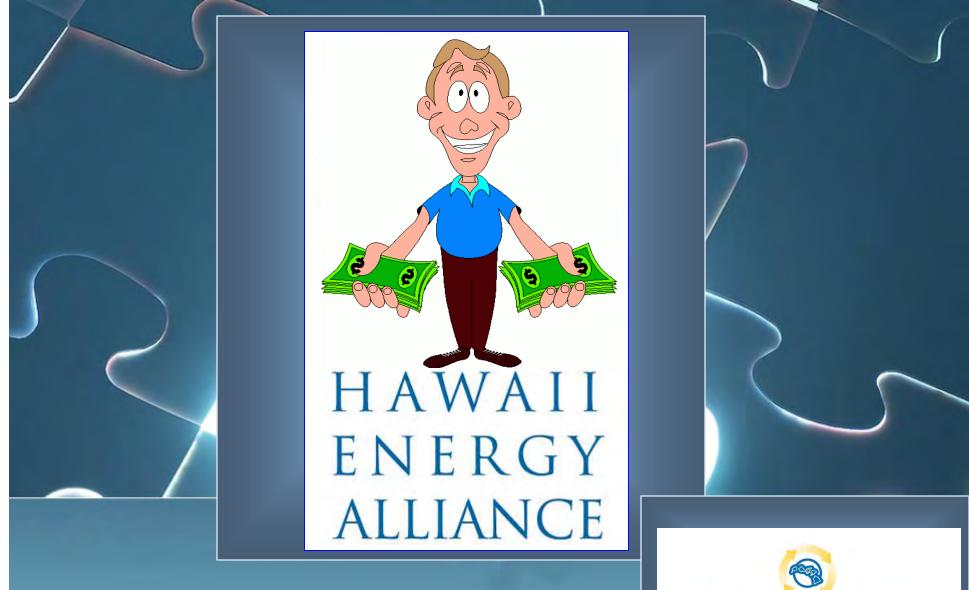
### Why HEA?

- Energy prices are up
- Power grid stressed
- Consumer awareness is up
- Doubling of certain rebates
- Status quo has institutional momentum
  - Lowest first cost
  - No time or resources to change
- Need to coordinate the "message"
- Opportunity to leverage improved economics into increased sales



### WIIFM?

- What's in it for me?
  - New tools for sales approach
  - New business opportunities
  - Be part of Industry voice creating market push
  - Customer service
- Increase sales of more efficient, higher margin products
- Look like a hero
  - Customers
  - Contractors



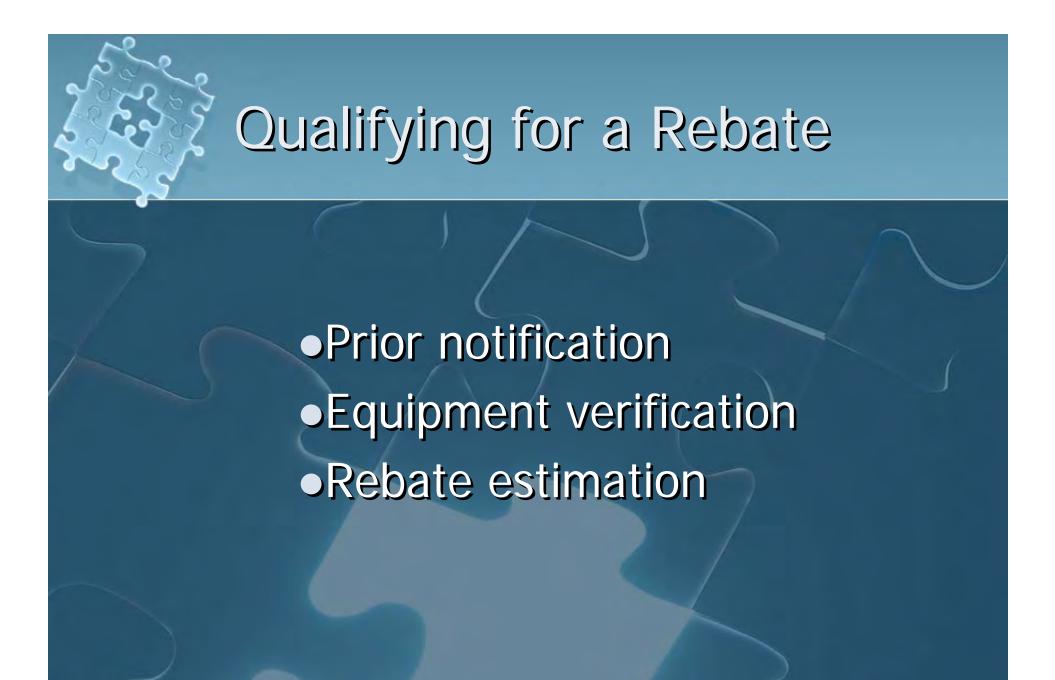
Streamlining Rebates





## HECO Rebate Program

- Qualifying for a rebate
- Applying for a rebate
- Processing a rebate





- •Fill-out and submit rebate application
- Submit project documentation



# Applying for a Rebate Fill-out the rebate application

- Applicant Information
- Method of Payment
- Tax Information
- Project Completion Dates
- Applicant Signature
- Third Party Payment

	pplication ctric Energy©olutions <sup>SM</sup> t	for Business Progra	For HECO HECO	No.
WHEN POSSIBLE, PLEASE SL	The same of the sa	or business integre	ALL	_
TYPE OF APPLICATION	Existing facility	New facility		
TECHNOLOGY SELECTION	Ughting	Motors	Custom Project (Pre-notification F	(sequired)
APPLICANT INFORMATION ECO Account Number (where	equipment will be installed)			
lame of Company				
Service Address (where equipme	ant will be installed)			
Name of Contact Person.			Phone Fox _	
Company and Address of Conta	act Person			
OW ORD VOLUME READER THE DEC	gramy Ejolaty Contact	T TORGO AND THREE DRIVE	Therecan bear a second person of	WORNING I ICAN
frade Ally Referral Information: Name/Phone Company Project Affiliation Business Type (check ONE):			For HECO Use O Account Name Service Address.	inly
Hotel/Motel Health Grocery/Supermarket Warehouse	Retail   Industrial   Restaurant   Other Commercial   AOAO/Condo	Military Cold Storage Education Office	COMMITMENT AMOUNT Rebate Amount (Not-to-Exceed) \$ Approved by:  FINAL PAYMENT AMOUNT Rebate Amount \$	(Accepted)  Enter
Rebate to be paid by: Check	and the same of th	☐ Third Party Paym		Date:
Other			Attn:	
Federal Tax ID No.	Tax S	tatus: Corporation	Non-corporation (Partnership, Sole Propri	etor) Governme
Rebate Amount \$			(Stort Dote)	(Completion Date)
Rebate Amount \$			as detailed on the front and back of this agreem	Car and Marie Control
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Page of the Residual and Special Residual Residu	payment on IRIS Form 1099 us bate. HEOO is not responsible t spunsibly for authorizing project (	nless I have checked the for any taxes that may be sluces print)	e corporation tax status above. I am advised to e imposed on me or my business as a result of n	consult my tax advis ny receipt of this rebal
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# Fill-out the rebate application Third Party Payment

### Authorization for Incentive Payment to Third Party (Optional)

Hawaiian Electric Company's Commercial & Industrial Energy Efficiency Program offers cash incentives to businesses which install energy efficient technologies. Incentive payments are directed to the electric account holder unless authorization is given by the account holder to direct payment to the third party.

As the account holder, I authorize Hawaiian Electric Company to make the incentive payment to the party listed to the right.

Name/Title

# Payee Information Payable to \_\_\_\_\_\_ Representative Contact \_\_\_\_\_ Mailing Address \_\_\_\_\_\_ Phone \_\_\_\_\_Email \_\_\_\_\_ Federal ID\_\_\_\_\_\_

Tax Status: Corporation Non-Corporation Gov't.

Rebate Ap Hawaiian Elec	oplication etric EnergySolutions <sup>200</sup>	or Business Prog	ram	For	HECO Use Only HECO No.
WHEN POSSIBLE, PLEASE SE	JBMIT PRIOR TO PROJECT				
TYPE OF APPLICATION	Existing facility	New facility			
TECHNOLOGY SELECTION (Check ONLY ONE per Application	Lighting on) Air Conditioning	☐ Motors ☐ Engineering Stu		n Project (Pre-notifice	ation Required)
APPLICANT INFORMATION HECO Account Number (where	equipment will be installed)				
Name of Company					
Service Address (where equipme	ent will be installed)				
Name of Contact Person			Phone		FAX
Company and Address of Conta	ct Person				
How did you hear about the pro-		Trade Ally (see belo	w Direct Mail	Mass Media	□workshop □othe
Trade Ally Referral Information: Name/Phone				For HECO	
Company				FOI REGO	ose Only
Project Affliation			Account	Name	
Business Type (check ONE):			Service	Address	
Hotel/Motel	Retail	Military		TMENT AMOUNT	
Health	Inclustrial	Gold Storage	Hebute	Amount (Not-to-Exce	(Accepted)
Grocery/Supermarket	Restaurant	Education	Approve	d by:	Date:
Warehouse	Other Commercial	Office	FINAL I	PAYMENT AMOUNT	
	AOAO/Condo			Amount	8
Total Square Footage of Building	(optional)			13-	(Actual Paid)
Rebate to be paid by: Check		☐ Third Porty Pay		O DY:	Cotto:
Mailing Address for Rebate Che	ck : Service Address	Contact Addre	99		
Other			Attn:		
Fectional Tax ID No.	Tax 8	tatus: Corporation	Non-corporati	on (Partnership, Sole	Proprietor) Governmen
Rebate Amount \$	(From Rebate Wor	icsheet) Anticic	sated Project Period		to
Agreement Clause and Tax i have read, understood and agree that HECO will report the rebale a concerning the treability of the ret X Applicant Signature	e to the terms and conditions of payment on IRS Form 1099 up	sees I have checked to	he corporation tax st	atus above. I am adM	sed to consult my tex advis- uit of my receipt of this rebat
Name/Title of the company officer se					
Mail application to: Hawaiian El	A CONTRACTOR OF THE PARTY OF TH		HI 96840-0001, Att	n: Customer Efficie	ncy Programs (SD)
After the control of the control			Leanny and		
Authorization for Incentiv			Payee Informat	tion	
Hawaiian Electric Company's Program offers cash incentive	is to busineeses which install	energy efficient	Payable to		
technologies. Incentive payme unless authorization is given to	onto are directed to the electr by the account holder to direc	t payment to the	Representative Co	ontact.	
third party.  As the account holder, I aut the incentive payment to the p	thorize Hawaiian Electric Com		Mailing Address_		
and a vice rate business to me b	serif ment to the right.			1000	
X		Dobe	Phone	Emel _	
Applicant Signature					
Applicant Signature		Octo	Federal ID		



# Applying for a Rebate Submit project documentation

- Plans and/or surveys
- Proposals and/or purchase orders
- Equipment specification sheet
- Existing equipment data

## Processing a Rebate Application

- Notify HECO if equipment installed
- Submit invoices
- Conduct inspections
- Calculate the rebate
- Submit for payment/issue check

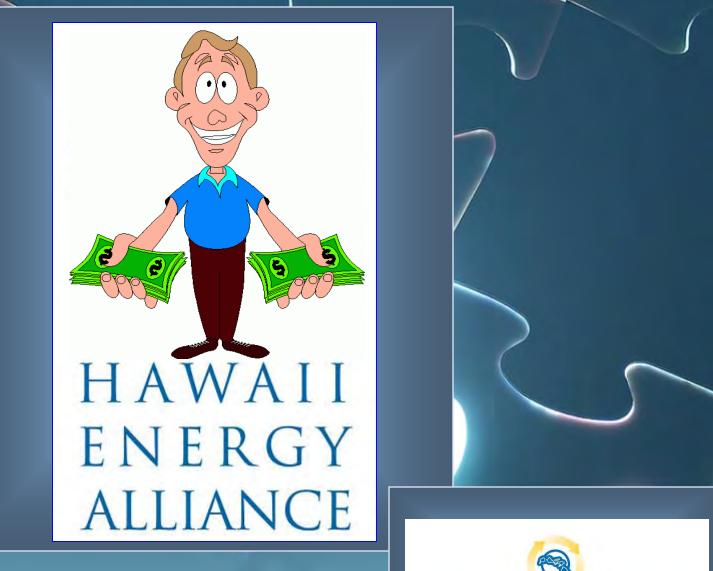
# Processing a Rebate Application Pre-and Post Inspections

- All applications are subject to random inspections
- Pre-installation inspections required for customized projects.
- The rebate amount exceeds
  - \$20,000 for lighting & a/c
  - \$1,000 for motors
- Installation confirmation form



### INSTALLATION CONFIRMATION FORM

Industrial Engage Eff	iciency Program. This application is for	vede i de
is served through HE	CO account #	_
L	do hereby attest that the following energy effic	ciency measure is comple
in its entirety and is in	n accordance with the rules and regulations governing H	awaiian Electric Company
Inc.'s Energy Solution	ns for Business Program. Specific HECO requirements	are as follows as it pertain
to Application		
0 - 0 <del>0 -</del> 0 - 10 - 10 - 10 - 10 - 10 - 10 - 10		
EG 50 2-lamp T1	2 fixtures with magnetic ballasts were retrofitted to T8	with electronic ballasts.
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Verification Informat		
	<u>ion</u>	
Project Completion D	ion ate Installed by	
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Project Completion De	ion ate Installed by	
Project Completion Description	ion  ate Installed by s (check all that apply)	who has first-hand
Project Completion D: Supporting Document invoices ph By signing this docu knowledge and is au measure.	ate Installed by s (check all that apply) totos submittals plans other ment you agree that you are an agent of the account holder	who has first-hand d energy efficiency
Project Completion Disconnection Disconnection Disconnection invoices plus By signing this docuknowledge and is au measure.  Name:	ate Installed by s (check all that apply) totos submittals plans other ment you agree that you are an agent of the account holder thorized to determine the completion of the aforementioned	who has first-hand d energy efficiency



Rebates





## Lighting Rebates

- Rebates paid for lighting technologies
  - T8 Fluorescent
  - Reflectors
  - Occupancy Sensors
  - High Pressure Sodium (Interior spaces)
  - Metal Halide (Interior spaces)
  - Compact Fluorescent
  - T5 Fluorescent
  - Other



### **HVAC** Rebates

- Chillers
- Packaged & Split Systems
- Motors
- Variable Frequency Drives for HVAC Fans and Pumps
- Booster Pumps
- Window Film



HEA Tools



## Wiki Wiki Toolkit



### Wiki Wiki Toolkit A Quick-Reference Gulde for HECO Energy Effidency Programs



### ITEMIZED MEASURE INFORMATION

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AP.	TO CAMP AND THE PROPERTY AND THE PARTY AND T	Amp	9230	\$2.60		1
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2	Til Language Supposed States - Ellow	ump	<b>基金</b>	1936		1
	TB Lamp and Secretic Salair — Bloom	ump	\$7.20	14.45		S
ĮŞ.	Affector of Delanging of § 12 to a trolling or balls at terestral	8.Camp	45 (0)	None -		1
VQ.	Safetrore w/ Desarging only & Foot for lamp of palling consultor)	Rismp	\$160.00	None		-1
17.	Reflectory Delenging or y - 5 feet fections or bring research	Simp	DATAS	World		ī
Lb.	TB Reference of Detempted First, new electronic beload & 78 lamps - 2 foot	Stamp	年四	None		9
19	Til Retirector of Columns of Art., now electronic bollack & Nillamon - 2 columns	Stano-	110,00	None		1
DØ.	TR Reflectors of Delanges Airi, new wind procing as & Thirmps — 6 for	Rists	DE-02	Note		9
(26)	Groupskip Selecti	Sayo	D000	\$5000		1
136	High Pressure Social in Lamps (Indoors) Lear Nam. 100 Works	Stitut	135.00	\$20.00		ī
D)	High Freezing School Lamps (Indiana) - 100 to 200 William	Reserve	\$FR00	12000		ī
22	High Pressure Scottern langui (Indexe) More Wite 2015 Water	Stime	\$25.00	\$45.00		1
140	MINIE-WEST TEMPS (TURNOS) - LISTE VARI, NOT WARRE	Reput	125.00	(Spino		1
140	Marsi Fu (de Lamps (hason) — (071c, 200 Warrs	Serve	\$60.00	370.00		1
127	Witter World Gamps (Resport) — More Charl (200) Works	Stime.	\$75.90	145 (0)		T

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¥E.	MAC Em Mont VID	165	\$10			T
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VI.	Chilled Welfart Puring Michol VISS	15"	340			T
Ŵ.	Condumer Water Fump Motor VSS	187	\$50			T
				26440	C. Bullian A.	
				1000	SCHOOL STATE	
1104	2. DO OSTE A PURMES I TRANCED MASSUARS			-	SCHOOL STATE	
Cal	Avenue Overplan	ber	50.0	Valent	Qu	Repulsi- (int) c 665
	2, COUNTY FUNDS (TENERO MARCHIES  Alexandr Charge of County (County County) (County) (C	Local Signature	\$145 \$180	Valent	90	Repuls+ (667 ± 565)

Table 2. VARIABLE PREQUENCY DRIVES FIDALIZED MEASURES

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### Example

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Rase Case	10 Tes, 10.2 EER
1	10Tes, 11.0 FEB
ż	10 Tor, 12 2 EER

### Total Life Time Coal Comparison

Open.	Equipment Description
Sam Cam	10Tes, 10.2 BER
1	10Tes, 11.0 EER
ż	10Tes, 12.2 FER

### Calculation

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### Total Life Time Coal Comparison

Option C	n Equi	nert0ec <b>épt</b> o
1		
	T	

### Typical T12 to TER

26W Tr27 Energy Efficient Mag 26W Tr27 Energy Efficient Mag

### 32W T6 / Standard Elec-

26W T127 Energy Efficient Mag.

### 32W T6 / Standard Elec

- 900 Patrones (& Point Plubrespent,
- Spical Office Operation @ 72 Ho
   \$1,690 Hero Rebate Not Include

### Calculate &nitual and Life Operation

### DOMESTIC:

	Return Whitege (KNO)	
las	(0.000,000)	=
Option 1	(87/1000)	2
	Armed	

Operating Codi

Option 1 52,921 x

### Roture Woltage (000)

Option 1 s

Annual Operating Code

Option 1



Lamp Type

F33T6 32-West F33T6 25-West F33T6 25-West F33T6 32-West F33T6 25-West F33T6 32-West

F32TS 25-Webt F32TS 25-Webt F32TS 32-Webt F32TS 25-Webt

F32T6 25-Webt F32T6 32-Webt

## The Customers are Asking...

- 1. What's my estimated Rebate?
- 2. What's my Energy Savings?
- 3. Annual / Life-time Operating Costs?



APPLICANT INFO	HIBATION					Application No.		
Right						☐ Existing Facility	_ n	lew Conetru
Dooument Cheditat	Rebate Application	□ ug+s	ng Rebate Wor	haheet	☐ Lighting P	lans or Burveys	Invoice	
A. Bectronio Balla	etwith Gualitying TS	Lampe			(Do Not Includ	de Pistuana To Se Da-Li	unped Ans	Reflectorio
Type of Të Lampa Instide	Total City of	Total City, of Red safe	Total City, of Lamps		Existing Facilities Rebate Lamp	New Construction Rebste/Lamp		Total Rebate
2° TB Lampa				×	\$4.50	\$2.60	-	
3 <sup>1</sup> T8 Levrpe				×	\$5.20	\$2.90	-	
4' TS Lamps / U-Tube				×	\$5.50	\$1.20	-	
5° TS Levrps				×	\$7.20	\$4.40	_	
B. Reflectors With	De-lamping Order		For Fd	adeo Ti	or T12 Patama: No	A. To d For Pictures With Lea		uf Commonle
Type of Lengs Renoved	Total City, of		City of Lamps		Existing Facilities	New Construction		Total
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4' Lamps				×	910.00	None None	-	
5' Lamps				×	\$15.00		-	
G. Baffeolore With	De-Lamped Retures	New Bestron	io Ballant, and	Gunli	dog Tö Lamos	B. To	<u> </u>	
Type of TA Lamps Installs	d Total City of	Total City of	Total City of		Existing Facilities	New Construction		Total
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2" T8 Levrps 4" T8 Levrps					\$5.50	None None	-	
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REPLECTORS								
Type of Lemps Removed			Oly of Lamps Removed		Existing Facilities Relativisation	New Construction		Total
			Renoved			Rebste/Lamp		Rebate
2' Lamps				×	\$5.00	None	-	
4' Lamps 5' Lamps				8	\$10.00	None None	-	
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Sensor Tipe	Qly of Controlled	Total Connected			Existing Facilities	New Construction		Total
Infrared or Ultrasonic	Ritures	Watts (Optional)	Sensore		Rebala/Sensor \$20	Rabata/Sensor \$20		Ribelle
remend or Uthersonic				×	920		-	
F High Pressure 6	lodkam Lampe Used	for Indiana I light	fon			D. To		
Lamp Wittage			City of Relates		Existing Facilities	New Construction		Total
			CONTRACTOR IN		RebaterReture	Rebala/Reure		Ribate
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900 to 200 West More Than 200 West				8	950 \$75	\$30 \$45	-	
More Trial 200 West					913		-	
E. Matel Helida La	rape Veed for Indoor	Liabilina				E. To	<u> </u>	
Lamp Wiltings		-9g	City of Reizes		Existing Facilities	New Construction		Total
Less Than 100 Wett					Rebale/Return \$35	Rebala/Reure \$20		Ribera
100 to 200 West					900	\$20	_	
More Than 200 Wett				×	\$75	\$45	-	
						P. Tot		

# 1.) What's my Estimated Rebate?

		V				
Table	1. Lighting					
ID#	Measure Discription	Units	Existing \$/Unit	New \$/Unit	Qty	Incentive \$/Unit x Qty
L1	T8 Lamp and Electronic Ballast 2 foot	Lamp	\$4.80	\$2.60		\$
12	T8 Lamp and Electronic Ballast 3 foot	Lamp	\$5,20	\$2.90		\$
L3	18 Lamp and Electronic Ballast 4 foot 100 Fixtures	Lamp	\$5.60	\$3.20	<b>300</b>	<b>1,680</b>
L4	T8 Lamp and Electronic Ballast 8 foot	Lamp	\$7.20	\$4.40		\$
L5	Reflectors w/ Delamping only 2 foot (no lamp or ballast conversion)	R Lamp	\$5.00	None		\$
L6	Reflectors w/ Delamping only 4 foot (no lamp or ballast conversion)	R Lamp	\$10.00	None		\$
L7	Reflectors w/ Delamping only 8 foot (no lamp or ballast conversion)	R Lamp	\$15.00	None		\$
L8	T8 Reflectors w/ Delamped Fixt, new electronic ballast & T8 lamps — 2 foot	R Lamp	\$5.00	None		\$
19	T8 Reflectors w/ Delamned Fixt new electronic ballast & T8 lamns – 4 foot	Rlamp	\$10.00	None		\$
L	Wiki Wiki To	olk	it			
L						
L	A Quick-Reference	Guid	e for			
L	HECO Energy Efficien	cy Pr	ograr	ns		
ا 2کا	riigh Pressure Socium Lamps (Indoors) — More than 200 Watts	rixture	3/5.00	\$45.00		3
L40	Metal Halide Lamps (Indoors) Less than 100 Watts	Fixture	\$35.00	\$20.00		\$
L41	Metal Halide Lamps (Indoors) 100 to 200 Watts	Fixture	\$50.00	\$30.00		\$
L42	Metal Halide Lamps (Indoors) More than 200 Watts	Fixture	\$75.00	\$45.00		\$
	Total Lighting Rebate (	(\$)				\$

# 2.) What's my Energy Savings?

Typical T12 to T8 Re	ANNUAL ENERGY BILL SAVINGS Electric rate (cents per kWh)							
EXISTING LAMP / BALLAST	Watts per fixture	PROPOSED LAMP / BALLAST	Watts per fixture	16	18	20	24	30
34W T12 / Energy Efficient Mag.	108	32W T8 / Standard Elec.	87	\$1,008	\$1,134	\$1,260	\$1,512	\$1,890
34W T12 / Energy Efficient Mag.	108	28W T8 / Low BF Extra Efficient Electronic	64	\$2,112	\$2,376	\$2,640	\$3,168	\$3,960
32W T8 / Standard Elec.	. 87	28W T8 / Low BF Extra Efficient Electronic	64	\$1,104	\$1,242	\$1,380	\$1,656	\$2,070
34W T12 / Energy Efficient Mag.	108	25W T8 / Norm BF Extra Efficient Electronic	63	\$2,160	\$2,430	\$2,700	\$3,240	\$4,050
32W T8 / Standard Elec.	87	25W T8 / Norm BF Extra Efficient Electronic	63	\$1,152	\$1,296	\$1,440	\$1,728	\$2,160

- 100 Fixtures (4 Foot Fluorescent, 3 Lamps Per Fixture)
- Typical Office Operation @ 72 Hours Per Week)
- \$1,680 Heco Rebate (Not Included In Annual Savings)



### Motors Rebate



Table 4. N	Table 4. MOTORS All NEMA rated motors qualify for reabtes.									
SIZE HP	2-P 3600 ODP	ole RPM TEFC	4-Pol 1800 R ODP			ole RPM TEFC	Units	\$/Unit	Qty	Incentive \$/Unit x Qty
1	77.0	77.0	85.5	85.5	82.5	82.5	Motor	\$15	Qty	\$
1.5	84.0	84.0	86.5	86.5	86.5	87.5	Motor	\$23		\$
2	85.5	85.5	86.5	86.5	87.5	88.5	Motor	\$30		\$
3	85.5	86.5	89.5	89.5	88.5	89.5	Motor	\$45		\$
5	86.5	88.5	89.5	89.5	89.5	89.5	Motor	\$50		\$
7.5	88.5	89.5	91.0	91.7	90.2	91.0	Motor	\$75		\$
10	89.5	90.2	91.7	91.7	91.7	91.0	Motor	\$100		\$
15	90.2	91.0	93.0	92.4	91.7	91.7	Motor	\$120		\$
20	91.0	91.0	93.0	93.0	92.4	91.7	Motor	\$160		\$
25	91.7	91.7	93.6	93.6	93.0	93.0	Motor	\$200		\$
30	91.7	91.7	94.1	93.6	93.6	93.0	Motor	\$210		\$
40	92.4	92.4	94.1	94.1	94.1	94.1	Motor	\$240		\$
50	93.0	93.0	94.5	94.5	94.1	94.1	Motor	\$300		\$
Total Motor Rebate (\$)									\$	

ODP – Open Drip Proof TEFC – Totally Enclosed Fan Cooled



### Motors Rebate



							_ ~		
Table 4. N	NOTORS	All NEMA	rated motors qualify for reabtes.						
SIZE HP	2-P 3600 ODP	ole RPM TEFC	4-Pole 1800 RPM ODP TEFC		ole RPM TEFC	Units	\$/Unit	Qty	Incentive \$/Unit x Qty
1	77.0	77.0	85.5 85.5	82.5	82.5	Motor	<b>\$15</b>		\$
1.5	84.0	84.0	86.5 86.5	86.5	87.5	Motor	\$23		\$
2	85.5	85.5	86.5 86.5	87.5	88.5	Motor	\$30		\$
3	85.5	86.5	89.5 89.5	88.5	89.5	Motor	\$45		\$
5	86.5	88.5	89.5 89.5	89.5	89.5	Motor	\$50		\$
7.5	88.5	89.5	91.0 91.7	90.2	91.0	Motor	<b>\$</b> 75		\$
10	89.5	90.2	91.7 91.7	91.7	91.0	Motor	\$100	5	\$ 500
15	90.2	91.0	93.0 92.4	91.7	91.7	Motor	\$120		\$
20	91.0	91.0	93.0 93.0	92.4	91.7	Motor	\$160		\$
25	91.7	91.7	93.6 93.6	93.0	93.0	Motor	\$200		\$
30	91.7	91.7	94.1 93.6	93.6	93.0	Motor	\$210		\$
40	92.4	92.4	94.1 94.1	94.1	94.1	Motor	\$240		\$
50	93.0	93.0	94.5 94.5	94.1	94.1	Motor	\$300		\$
						Tot	al Motor F	Rebate (\$)	5 500

ODP – Open Drip Proof TEFC – Totally Enclosed Fan Cooled

# A/C Air Cooled – Package & Split Systems Rebate

Table	Table 5. AIR CONDITIONING — PACKAGE & SPLIT SYSTEMS										
ID#	Measure Discription		Units	Rebate from Table	Qty	Rebate x Qty					
A1	Air Cooled SEER 13.0 System Efficiency Less than 5.42 Tons		Ton			\$					
A2	Air Cooled EER 11.0 System Efficiency 5.42 TO 11.25 Tons		Ton	1400	1	<b>\$</b> (1400)					
А3	Air Cooled EER 10.8 System Efficiency 11.26 to 20 Tons		Ton			\$					
Д4	Air Cooled EER 10.0 System Efficiency Over 20 Tons		Ton			\$					

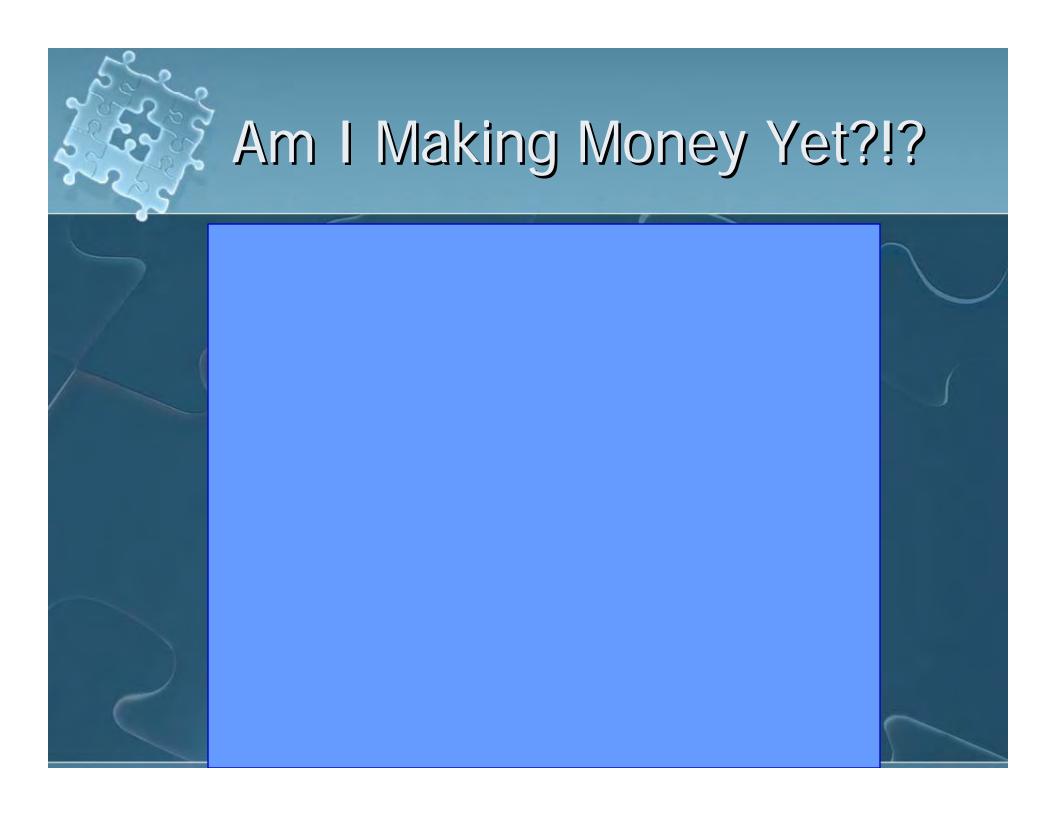
Table	9. AIR C	OOLED F	ACKAGI	E & SPLIT	A/C										
TONS	10.0	10.2	10.4	10.6	10.8	11.0	11.5	12.0	12.5	13.0	13.5	14.0	14.5	15.0	16.0
1	N/A	N/A	N/A	N/A	N/A	N/A	N/A	WA	N/A	\$80	\$110	\$140	\$170	\$200	\$230
2	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$160	\$220	\$280	\$340	\$400	\$460
2.5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$200	\$275	\$350	\$425	\$500	\$575
5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	\$400	\$550	\$700	\$850	\$1,000	\$1,150
7.5	N/A	N/A	N/A	N/A	N/A	\$600	\$825	\$1,050	\$1,275	\$1,500	\$1,725	\$1,950	\$2,175	\$2,400	\$2,625
10	N/A	N/A	N/A	N/A	N/A	\$800	\$1,100	\$1,400	1,700	\$2,000	\$2,300	\$2,600	\$2,900	\$3,200	\$3,500
12.5	N/A	N/A	N/A	N/A	\$1,000	\$1,375	\$1,750	\$2,125	\$2,500	\$2,875	\$3,250	\$3,625	\$4,000	\$4,375	\$4,750
15	N/A	N/A	N/A	N/A	\$1,200	\$1,650	\$2,100	\$2,550	\$3,000	\$3,450	\$3,900	\$4,350	\$4,800	\$5,250	\$5,700
17.5	N/A	N/A	N/A	N/A	\$1,400	\$1,925	\$2,450	\$2,975	\$3,500	\$4,025	\$4,550	\$5,075	\$5,600	\$6,125	\$6,650
20	N/A	N/A	N/A	N/A	\$1,600	\$2,200	\$2,800	\$3,400	\$4,000	\$4,600	\$5,200	\$5,800	\$6,400	\$7,000	\$7,600
25	\$2,000	\$2,750	\$3,500	\$4,250	\$5,000	\$5,750	\$6,500	\$7,250	\$8,000	\$8,750	\$9,500	\$10,250	\$11,000	\$11,750	\$12,500
30	\$2,400	\$3,300	\$4,200	\$5,100	\$6,000	\$6,900	\$7,800	\$8,700	\$9,600	\$10,500	\$11,400	\$12,300	\$13,200	\$14,100	\$15,000
35	\$2,800	\$3,850	\$4,900	\$5,950	\$7,000	\$8,050	\$9,100	\$10,150	\$11,200	\$12,250	\$13,300	\$14,350	\$15,400	\$16,450	\$17,500
40	\$3,200	\$4,400	\$5,600	\$6,800	\$8,000	\$9,200	\$10,400	\$11,600	\$12,800	\$14,000	\$15,200	\$16,400	\$17,600	\$18,800	\$20,000
45	\$3,600	\$4,950	\$6,300	\$7,650	\$9,000	\$10,350	\$11,700	\$13,050	\$14,400	\$15,750	\$17,100	\$18,450	\$19,800	\$21,150	\$22,500
50	\$4,000	\$5,500	\$7,000	\$8,500	\$10,000	\$11,500	\$13,000	\$14,500	\$16,000	\$17,500	\$19,000	\$20,500	\$22,000	\$23,500	\$25,000
100	\$0	\$3,000	\$6,000	\$9,000	\$12,000	\$15,000	\$18,000	\$21,000	\$24,000	\$27,000	\$30,000	\$33,000	\$36,000	\$39,000	\$42,000

# Air-Cooled Packaged Unit Annual Energy Savings Table

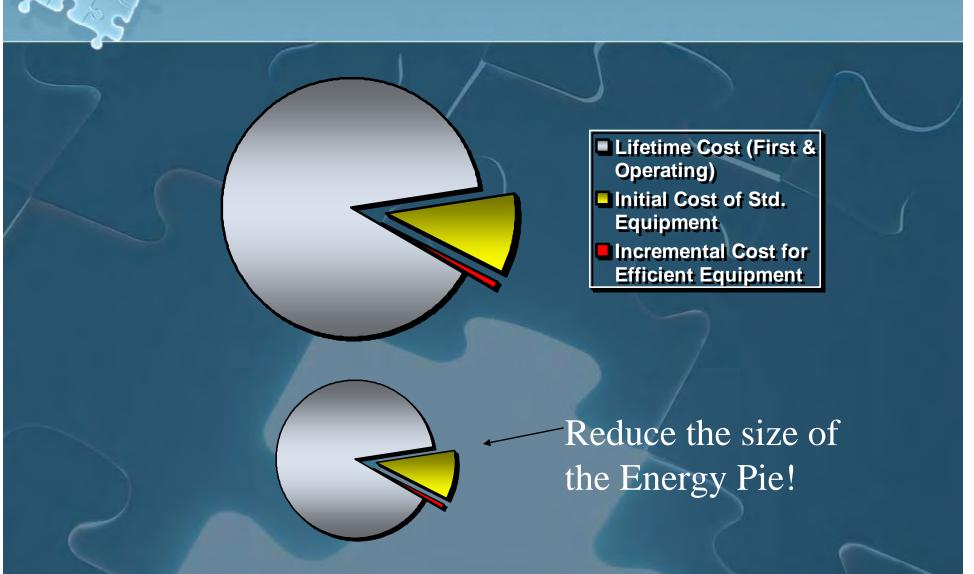
Table 1	Table 12: Packaged Unit Energy Saving Table															
		CODE Mi Full Load E [(S)EE	fficiency	Н	HECO Qualifying			uipmen	t Option A	Equipment Option B			Equipment Option C			
Unit Size (Tons)	Unit Size (MBtuh)	Packaged	Split System		Load ency <sup>1</sup>	Saving/Year (HECO vs. CODE) <sup>2</sup>		Load ency <sup>1</sup>	Saving/Year (Equipment vs. CODE) <sup>2</sup>		Load ency <sup>1</sup>	Saving/Year (Equipment vs. CODE) <sup>2</sup>		Load ency <sup>1</sup>	Saving/Year (Equipment vs. CODE) <sup>2</sup>	
0.5	6	9.7	10.0	13.0	SEER	\$47	14.0	SEER	\$58	16.0	SEER	\$76	18.0	SEER	\$90	
0.75	9	9.7	10.0	13.0	SEER	\$70	14.0	SEER	\$87	16.0	SEER	\$114	18.0	SEER	\$135	
1	12	9.7	10.0	13.0	SEER	\$93	14.0	SEER	\$116	16.0	SEER	\$152	18.0	SEER	\$180	
1.5	18	9.7	10.0	13.0	SEER	\$140	14.0	SEER	\$173	16.0	SEER	\$227	18.0	SEER	\$270	
2	24	9.7	10.0	13.0	SEER	\$187	14.0	SEER	\$231	16.0	SEER	\$303	18.0	SEER	\$359	
3	36	9.7	10.0	13.0	SEER	\$280	14.0	SEER	\$347	16.0	SEER	\$455	18.0	SEER	\$539	
4	48	9.7	10.0	13.0	SEER	\$373	14.0	SEER	\$462	16.0	SEER	\$607	18.0	SEER	\$719	
5	60	9.7	10.0	13.0	SEER	\$467	14.0	SEER	\$578	16.0	SEER	\$758	18.0	SEER	\$899	
6	72	10.3	10.3	11.0	EER	\$150	11.5	EER	\$246	12.0	EER	\$334	13.0	EER	\$489	
7.5	90	10.3	10.3	11.0	EER	\$187	11.5	EER	\$307	12.0	EER	\$417	13.0	EER	\$612	
8.5	102	10.3	10.3	11.0	EER	\$212	11.5	EER	\$348	12.0	EER	\$473	13.0	EER	\$693	
10	120	10.3	10.3	11.0	EEK	\$250	11.5	EER	\$410	12.0	EEK	\$556	10.0	EER	\$815	
12.5	150	9.7	9.7	10.8	EER	\$531	11.5	EER	\$816	12.0	EER	\$999	13.0	EER	\$1,323	
15	180	9.7	9.7	10.8	EER	\$637	11.5	EER	\$979	12.0	EER	\$1,198	13.0	EER	\$1,587	
18	216	9.7	9.7	10.8	EER	\$764	11.5	EER	\$1,174	12.0	EER	\$1,438	13.0	EER	\$1,905	
20	240	9.5	9.5	10.8	EER	\$1,025	11.5	EER	\$1,480	12.0	EER	\$1,773	13.0	EER	\$2,292	
25	300	9.5	9.5	10.0	EER	\$532	11.5	EER	\$1,851	12.0	EER	\$2,217	13.0	EER	\$2,865	

Notes: <sup>1</sup>Efficiency listed in Table for comparison purposes only, does not represent any actual model efficiency. Some model efficiencies may not be available.

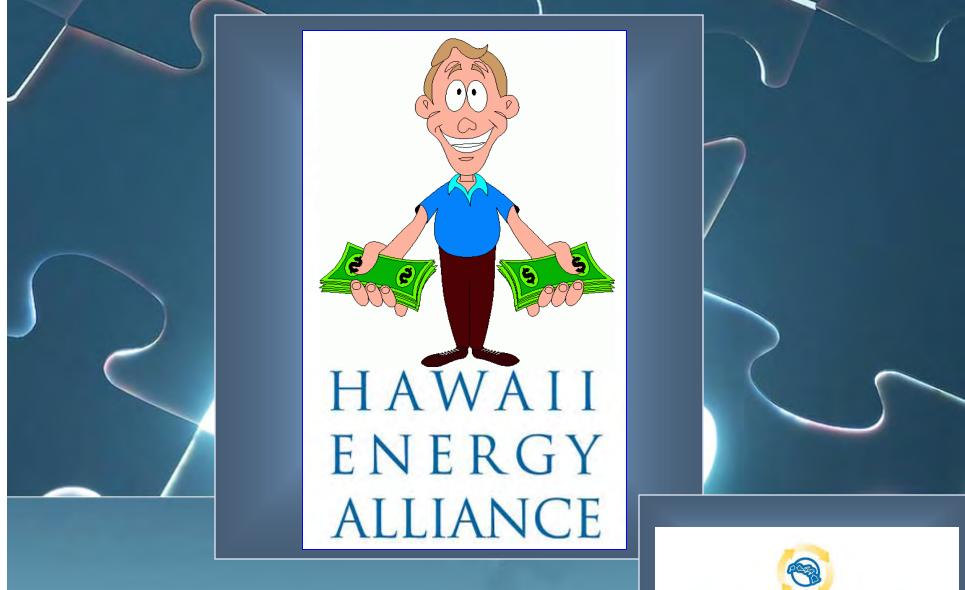
<sup>2</sup>Saving/Year based on the following assumptions: Hours/Day =12 Days/Week =6 Weeks/Year =52 AC Load Factor = 50% Electric Rate = \$0.180 /kWh











**HEA Collaterals** 





### 406 Hawaii Energy Alliai

The Hawaii Energy Alliance<sup>1</sup> Directory will be published quarterly in the interest of electric utility commercial and industrial customers to help them quickly and easily identify technologies and providers who can help guide and facilitate their energy efficiency projects. Ten thousand (10,000) copies of the directory will be published and distributed quarterly by HEA members and utility representatives. The Hawaii Energy Alliance Directly is funded through advertising participation, therefore, additional copies of the directory (above and beyond 10,000 quarterly) and HEA materials may be printed and distributed with proceeds.

### Advertising Quarterly Rates

4-Color Process	Ear	ly Late
Back Cover		250 \$1,500
Inside Front/Back Cover	\$ 7	50 \$1,050
Full Page	\$ 5	000 \$ 600
Half Page	\$ 3	00 \$ 400
Quarter Page	\$ 2	00 \$ 300
Black & White		
Full Page	\$ 3	00 \$ 400
Half Page	\$ 1	75 \$ 275
Quarter Page	\$ 1	.00 \$ 175
Eighth Page	S	65 \$ 100

Energy Expo and PCEA Exhibitors get a 25% discount Preferred Placement, Add 10%

### DEADLINES

Accon	Reserve By	Рау Ву	Submit Ad
Integeral Edition Free In-Line Linting Estry Deepley Adv. Late Display Adv.	July 28 July 28 Aug. 9	N/A July 28 Aug. 9	July 28 July 28 Aug. 18
Action	Reserve By	Рау Ву	Submit Ad
Winner Edition Free In-Line Linting Early Display Adv. Late Display Adv.	Oct. 27 Oct. 13 Nov. 10	N/A Oct 27 Nov. 10	Oct. 27 Oct. 27 Nov. 17
Spring Edition Free In-Line Linting Early Display Adv. Late Display Adv.	Jan. 25 Jan. 12 Feb. 9	N/A Jun 26 Feb. 9	Jan 26 Jan 26 Feb 16
Summer Edition Free In-Line Linting Early Display Adv. Late Display Adv.	April 27 April 13 May 11	N/A April 27 May 11	April 27 April 27 May 18

### '06 Hawaii Energy Alliance Directory

In an attempt to serve our customers, and our state better, Hawaiian Electric Co. is creating an easy-to-use Howai Energy Allorock Directory to showcase local and national manufacturers, vendors and contractors, as well as a myrtad of other industry-related professionals. The directory is designed

to help commercial and residential customers quickly and easily identify technologies and providers who can help guide and facilitate their energy efficiency projects.

In addition to providing this all-encompassing statewide service provider directory, you will also find in-depth articles, tips, advice and suggestions on ways to become more energy efficient. Topics in this inaugural edition will include best practices, an introduction to technologies, and explain how to take advantage of our supercharged Energy Solutions Rebate Programs.

an attempt to serve pur customers, and our the better, Hawaiian electric Co. is creating in easy-to-use Howai to showcase local and to be as comprehensive and inclusive as possible, we will provide a free in-line listing for all interested energy-related service providers. Providers must abide by all terms and conditions as identified on utility rebate applications to apply for a listing. To be included, providers must submit a Free Listing Request Form by July 28.

Display advertising space is also available in this valuable directory. The Howai Energy Allance' Directory will be available to utility customers, both small and large, throughout the state. Rates and deadlines are listed below.

Hawaii Energy Albanco' - This is a working title yet to be adopted.

### DIRECTORY ADVERTISING



For advertising contact:

James Brown
james brown@heco.com

(808) 543-4637

### Advertising Rates

4-Color Process	Early	Late
Back Cover	\$1,250	\$1,500
Inside Front/Back Cover	\$ 750	\$1,050
Full Page	\$ 500	\$ 600
Half Page	\$ 300	\$ 400
Quarter Page	\$ 200	\$ 300
Black & White		
Full Page	\$ 300	\$ 400
Half Page	\$ 175	\$ 275
Quarter Page	\$ 100	\$ 175
Eighth Page	\$ 65	\$ 100

HECO Energy Expo Exhibitors receive a 25% discount.

Preferred Placement: Add 10%

DEADLINES									
Action	Reserve By	Pay By	Submit Ad						
Free In-Line Listing	July 28	N/A	July 28						
Early Display Adv.	July 28	July. 28	July 28						
Late Display Adv.	Aug. 9	Aug. 9	Aug. 18						

### Ad Sizes

Full Page

Half Page Horizontal









### **High Energy Bills?**

We can help. By utilizing Hawaiian Electric Company's Energy \$olutions for Bizness Rebate Program along with our energy efficient equipment we can dramatically help you reduce the amount of energy you use ... and everyone knows that Less Energy = More Cash in-hand.

VENDOR LOGO TO BE IMPRINTED HERE



### Letter of Agreement

# Regarding Terms, Conditions and Purposes of an Alliance Membership



- Must complete a customer rebate training cours
   Must provide a forum for dissemination of infor-
- Must provide a forum for dissemination of inforce.
   Must abide by all terms and conditions as identi-
- Independent Commetter and Indemnity: Alliance Particip
  itself out as HECO's agent, servant partner or joint restructs
  review a rating on its behalf will work under the supervision of HECO's agent, servant, partners, or joint venturers for any simpley and pay with workers as may be required to perform practices and provide appropriate supervision.

Alliance Participant recognizes and understands that HECO is Purceipant to cutsuant concerning quicking of unstantial or we understands that HECO makes no warranties concerning any implied, INCLUDING WARRANTIES OF MERCHANT, As Alliance Participant shall make no retreatment, representation

Allience Participant and anyone acting under its direction or charmless IECO from all losses, damages, charms and account actions, including but not limited to restrought entertury; its injuries to personal, or other territoris serio caused or contribute or counted or into behalf in the course of interpretaments or Participant shall indemnify and hold harmless for my less, in instruded to MECO as a resulted of Allience Participant of the Course o

- Objectivity & Balance: HECO will make every effort to ent composing products) are objectively selected and presented, a discussion of prevailing information on the product(s) and/or
- Limitation: of Data: HECO will ensure, to the extent postsi interim analyses, preliminary data, or unsupported opinion.
- Discussion of Unapproved Uses: EECO will require that po-States for the use under discussion.
- 7. Opportunities for Debate: HECO will ensure opportunities

HECO agrees to: 1) Provide training, assistance, and useful tools to turnimize energy saving opportunities; 2) Porvide a secural for efficient technologies, through classroom training, printed mater Alliance Participant with rebate validation information based upon

	.4 G.5
Alliance Parmer Representative (tame):	
Signature:	
HECO Program Manager or Designee (name):	
Signature	



### HAWAII ENERGY ALLIANCE

"Working Together To Assure Hawaii's Successful Energy Future"

PO Box 2750 (CP 12-SD) Honolulu, HI 96849-9901 Phone: 543-4790 Fax: 203-1919

### LETTER OF AGREEMENT

Regarding Terms, Conditions and Purposes of an Alliance Membership

between Hawaiian Electric Company, Inc. ("RECO") and						
Hawaii Energy Alliance Participant ("Alliance Participant):						
Address:						
City, State, Zip:						
Contact Person:			Phone:		Fax:	
tiren3			Website:	Website:		
о О 1940	above company wishes to become a m	ociz	rand participers in the Hawaii Energy A sed with such membership. My primary Manufacturer Rep Distributor General Contractor Energy Services Contractor Installer		ce with all applicable rights, sess is (check all that applies.):  Government Unliky Association Media Consumer Other (specify)	

### **CONDITIONS**

- Statement of Purpose: The Hawaii Energy Alliance (also "HEA") is an association of energy-industry related emities collectively working together to strengther and ensure a successful energy fature throughout the State
- Benefin & Entidements of Hawaii Energy Alliance Membership: As in Alliance Participant you will receive invaluable recognition through alliance anymouses comparing, pronounce, advertising, and educational workshops sponsored by the group. In addition, participant will be entided to the following:
- . Listing on the utility website and in the Hawaii Energy Alliance Directory as an Alliance participant.
- Use of the Hawaii Energy Alliance logo on printed materials.
- Access to utility provided rebate program tools and materials.
- Membership Requirement: Membership in the Hawaii Energy Alliance is free and open to the public, and all energy related entries are encouraged to join. HECO shall have the sole discretion to accept Participant into or remove Participant from the HEA. Membership requirements was a follows:
- A. Manufacturers/Distributors
  - a. Must complete a customer rebate training course provided by the utility.
  - Must provide utility with up-to-date materials, information, and/or subject-matter-experts for group trainings.
     Must abide by all terms and conditions as identified on utility rebate applications.
- Must abuse by all terms and conditions as identified on utually rebate approaches
- B. Contractor/Direct End User Vendors
  - a. Must complete a customer rebate training course provided by the utility.
  - Must submit 3/new within post 6 months) rebate applications on behalf of your customers.
  - Must abide by all terms and conditions as identified on utility rebate applications.

HAWAII ENERGY ALLIANCE



Location: <u>American Savings Tower</u>

Date: Tuesday, August 8

Time: 9:00 a.m. to 12:00 noon

Date: Thursday, August 10

Time: 9:00 a.m. to 12:00 noon

5:30 p.m. to 8:00 p.m.

Location: Honolulu Club Training Room

Dates: Tuesday, September 19

Wednesday, October 25

Tuesday, December 12

Time: 9:00 a.m. to 12:00 noon



**Industry Comments** 





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